THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, OCTOBER 14, 1904. NO. 9.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

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SCOTT'S ROTARY KNIFE

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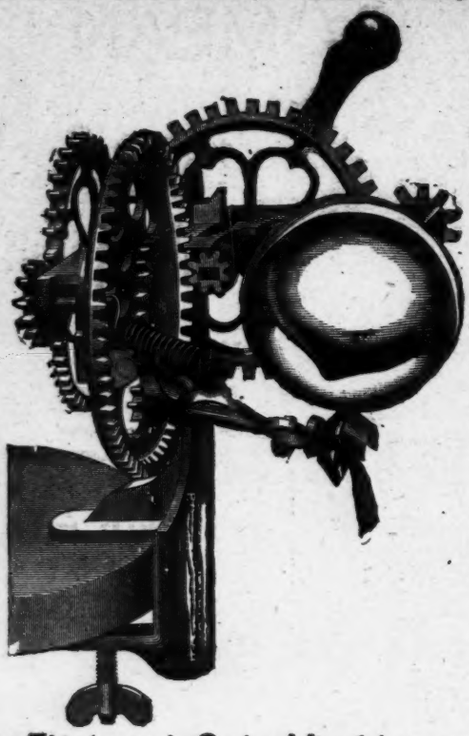

The First and Only Machine made that will do Perfect Work.

Write us for prices on

Pea and Tomato Machinery

and Supplies in general.

TRAYLESS GANG POWER TOMATO FILLER,

Bucklin Pulp Finishing Machine,

Perfection Power Cranes,

Hand Cranes,

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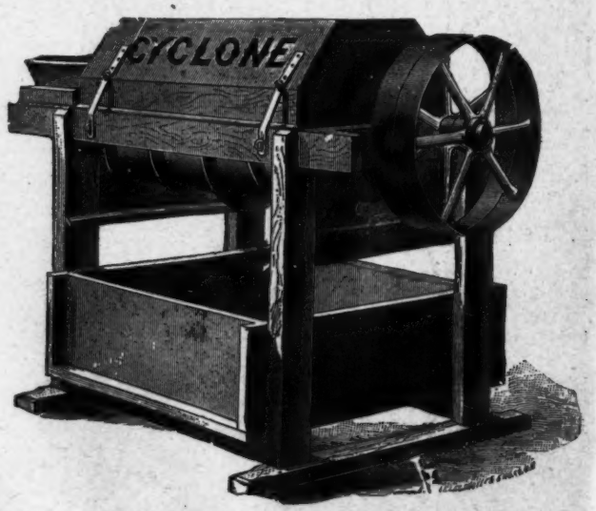
FOR BUCKLIN CYCLONE PULP MACHINE, &c.

Cyclone Pulp Machine.

BUCKLIN'S

CYCLONE PULP AND PUMPKIN MACHINE

Will reduce any fruit or vegetable to a fine pulp, and will extract all the pulp from tomato skins, leaving it entirely free from skins and seeds. Does its work very rapidly and absolutely without waste. Continuous in action—self cleaning.



SINCLAIR SCOTT COMPANY,

MANUFACTURERS OF

Canning House Machinery

Baltimore, Md.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

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Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
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PROCESS KETTLES
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POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

By using our system you get as near the natural flavor as possible.

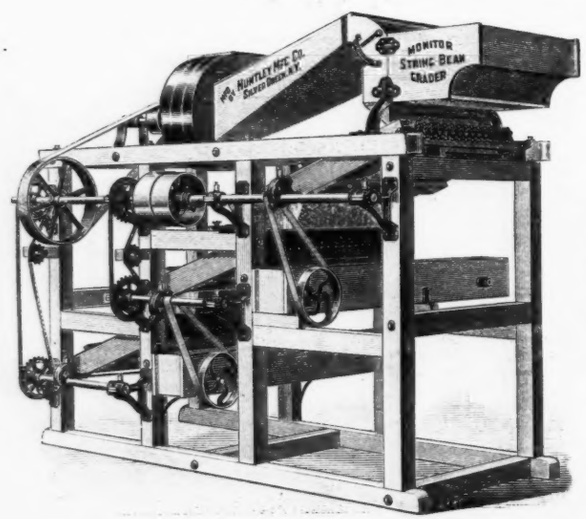
SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

L & J. A. STEWARD,

Rutland, Vermont.

Profit Producing Peas

ARE THE KIND YOU WILL TURN OUT IF YOU USE OUR



Monitor Pea Graders and Cleaners.

These machines mean the choicest grades, the greatest uniformity, the most satisfactory results, and the quality of peas that will bring the money. Easy to run and easy to clean. They are most durable.

We make Monitor String Bean Graders, Bean Cutters and Can Fillers. Write for Catalogue.

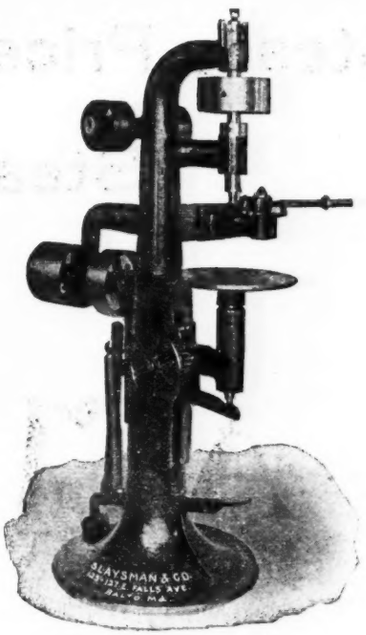
Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

"Slaysman"

Double Seaming Machine.

No. 2.



This machine may also be made with counter shaft with cone pulley, so as to permit of adapting the speed to different diaetmers.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

PINEAPPLE MACHINERY

Built By

E. J. LEWIS, - - - Middleport, N. Y.

This is a SAMPLE of the duplicate orders we receive.

Via Commercial Pacific,
Honolulu, Feb., 3, 1904.

Lewis,
Middleport, N. Y.

Make four peelers like previous order, letter follows.

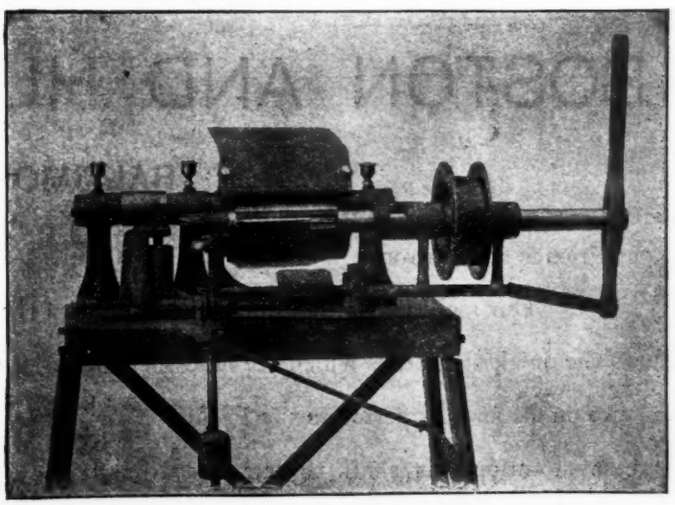
Hawaiian Pine Apple Co.

We also build the best line of

Can Making Machinery,

that is on the market. Capacity 12,000 in ten hours.

We also build String Bean Cutters. Write for Prices.



Pineapple Peeling Machine.

Patented Nov., 14th, 1893

Capacity 4,000 to 5,000 in 10 Hours.

Steady Prices on Cans mean

Steady Prices on Canned Goods.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, OCTOBER 14, 1904

STEADY PRICES ON CANS MEAN
STEADY PRICES ON CANNED GOODS.

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Very slowly autumn temperatures are settling down upon us, but whilst the harvest of this month is entirely over in all lines, except perhaps pumpkin, the tailings of tomatoes are still coming in in considerable quantity. Some packers are yet giving attention to them but the continued low price of the canned product makes the temptation very slight.

The most important consideration of the weather at present is in relation to the oyster supply; and it will become more important as we approach the end of the month when the dredgers will get to work. There has been considerable excitement down the Bay during the past two months on account of the influence proceeding from the enactment of the Haman law. Possibly there has been more trouble on the Virginia end of the Bay among the oystermen than in Maryland, because some of the oystermen of the Old Dominion think that the Virginia planting law caused them more mischief than anything else that has been enacted. It is certain, however, that the lower part of the Bay has been yielding better results in the past few years than the Maryland waters have done in oysters; and this result is due entirely to the wisdom of Virginia in respect to oyster planting.

The tide water oysterman, however, is a man of fixed ideas. He believes that the oysters in the Bay belong to the tidewater people, and he does not easily yield the claim of the residents of the rest of the State to part-ownership of the Bay. When the dredgers get to work, however, on the 1st of November, it will probably have another phase of the latent opposition to any interference with the assumed claim to free oystering in the Bay, because nature has made the wealth which the State claims the right to dispose of. We expect during the coming winter that there will be more or less bold pirating of oysters upon private planting grounds and the State may have some very interesting questions to decide in this matter.

Such oysters as are coming to port at present are of the tongers-taking. They are of fine quality, fairly plentiful for the season, and bring better prices than they have done for several years.

Tomatoes are the mystery of the time. Every week that passes increases the surprise of those best acquainted with the market at the condition of these goods in the market. It is now admitted on all hands that the crop this year will not be more than 50 to 60 per cent what it was last year either in the East or the West. It is also becoming fairly apparent that the great distributors are not loaded up with any quantity of these goods in tin; yet in the face of such a shortage and a comparatively bare market tomatoes find it difficult even to hold their low price, and sales have been made within the past week as low as 62½c. for No. 3 standards. Prices are somewhat better at present, however, and 65c. to 67½c. and 70c. represent the market.

There is no accounting for this peculiar condition, unless it is due to financial fears, and these again to the imminence of the Presidential election. The more nearly we approach that period the more cheerful wholesale buyers seem to become in regard to the stocking up with winter goods. In other words it seems as if the independence of the early part of the summer has merely resulted in concentrating commercial fears closer to the election day. We are, therefore, of the opinion that the value of tomatoes will be seriously changed after the 10th of November, without respect to the event of the election.

Corn, because of scarcity, is in better tone than tomatoes. The loss by the frost in Maine and New York a fortnight ago has been for the benefit of the corn packers of Maryland. We are having this year a repetition of the peculiar conditions of last year when Maryland corn, especially of Maine style, came into demand in all sections of the country. The same condition is prevailing now and has caused a general advance of 2½c. per dozen on most grades. In this regard Maryland corn seems to have the advantage of Western corn, which is a surprise to us, as the Western corn is about a medium between Maine and Maryland style, and undoubtedly the Western men were looking for a large market in the Eastern section. But all through this season of 1904 Western packers have been inclined to unload their stock even at a decline on the Eastern market, and they may later be rebuying much of their own corn from the East.

The general market for canned goods has only been fair for the season, but there is really not a great deal of stock to move, as buyers do not seem anxious to get possession of it, and, therefore, brokers are not in a position to report things as booming.

There is a heavy pack f sweet potatoes going up in this section. Spinach is also being packed heavier than usual and is in request from several sections. The pack of pears in this Chesapeake region will be heavier than for several years, due possibly to the same cause which has concentrated the demand for peaches here, viz.: California has not been in the market to the same extent as usual.

Brokers report no changes of consequence in the general list of canned goods, but one fact is notable: that nearly all the lower priced lots of pineapple of every grade are closed out, and there appears to be but one figure on each grade in this market. No. 1 standard E. & C. are 85c.; grated 85c. and 90c.; extras $1 for both E. & C. and grated; No. 2 standard E. & C. $1 and $1.10; grated $1.50 and $1.60, extras $1.75 and $1.85; preserved No. 2 $1.80 to $2 E. & C. No 2 seconds sliced 70 to 90c., pie No. 3 grated 70c., gallons grated $2.10.

Peaches.—No. 3 standard, white $1.30; yellow $1.45 to $1.40; extras $1.50 to $1.75; seconds yellow $1.10, white $1.05, gallon pies unpeeled $2.65, No. 3 pie peeled $1, unpeeled 80c.

Tomatoes.—Standard 3s 67½c. to 70c.; seconds 62½c. to to 65c.; No. 2 seconds 45c. to 47½c.

Corn.—Standard No. 2 60c.; shoepeg 70c.; shoepeg extra 75c., fancy 80c.

There is no change to report in cans or canners' metals, the market continuing quiet under the prevailing conditions as mentioned last week. For canners' metals see regular page.

Ukiah, Mendocino County, Calif.: The Bean Canning Company, with headquarters at Clear Lake, known as the Tindall Canning Company, has failed, and the sheriff has taken charge of the effects. The Tindall Canning Company has assets which will enable it to pay about ninety cents on the dollar of its liabilities.

STEADY PRICES ON CANS MEAN STEADY PRICES FOR CANNED GOODS.

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Though there is a better feeling in all departments, not much new business has been done during the week. Trading has been principally in small lots, and sales apparently confined to the actual daily requirements of the jobber or retailer. Reports of output are so conflicting and crop conditions have varied so much that it is difficult for the best informed to tell exactly where they stand. Practically everything with the exception of tomatoes, is firmly held and very few sales are made at concessions from quotations.

Tomatoes.—The unsettled conditions in the market have developed into pronounced weakness and in some quarters a lower basis of values has been established. But even with prices down there has been no increase in demand. The reason is that many of the smaller packers are compelled by necessity to secure ready money and they are offering at almost any price to move the goods and get the money. There have been numerous rejections because of poor quality, and this has had its influence in depressing prices. Free offers of standard Maryland 3s are made at 67½ cts. New York. Some sales have resulted, but buyers appear reluctant to take hold even at that price. Most of the larger packers are still holding for 70 cts., f. o. b. factory, and in some instances 72½ cts. is asked.

Corn.—The market remains very firm, but actual business is confined to Maryland Maine style for which there is an active demand at 75 cts., f. o. b. factory. No Maine packed corn is obtainable from first hands and New York state stock is very scarce. Western packed goods are neglected owing to the poor quality. Buyers here will not accept it in many instances.

Peas.—Some demand for Western stock is noted, with sales of several cars reported at various prices ranging from 65 cts. up, according to quality.

String Beans.—The market is unsettled by pressure to sell. Late reports say that this year's pack is large and the quailty is fine.

Peaches.—Limited offerings of both Southern and California varieties necessarily restrict business and keep the market firm. The principal demand seems to be for Southern pie stock. No California stock is obtainable in any variety.

Pears.—Offerings of Southern stock are free and prices are low, but advantageous terms attract almost no attention. New York packers expect to deliver in full, but are not ready to accept additional business.

Pineapple.—Singapore preserved is firmer and in some instances higher. Other sorts are unchanged.

Salmon.—There is a little interest in red Alaska, and the market is steady at $1.15 to $1.23½, as to brand. Pink continues to sell to Southern distributors in considerable quantities. Spot is offered at 75 cts. Other varieties are in too limited supply to really make a market.

Sardines.—The market is unsettled. Some packers have advanced prices to $2.90 without and $3.10 with key, f. o. b. Eastport. Others make no change on keyless, quoting $2.80 Eastport. One packer quotes $2.75 Eastport. The quotations on three-quarter mustards cover equally as wide a range. An effort is being made to get the larger packers to unite in advancing prices to $3.10 Eastport for quarter-oils.

HUDSON.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

STEADY PRICES FOR CANS MEAN STEADY PRICES ON CANNED GOODS.

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Correspondence.

Aberdeen, Md., Oct. 8, 1904.

Tomatoes.—The first week of the month, so far as Tomatoes are concerned, notwithstanding the better range of inquiry this week as compared with last week, offers, however, a striking contrast to conditions which generally prevail at this time of the year, after the close of the packing season. In the past whenever buying of New Packing Tomatoes has been light during spring and summer there has always as a rule been an active buying immediately following the close of the packing season, resulting in a strong and "snappy" undertone to the market, which is not the case at present. It would seem that the only satisfactory explanation that can be advanced for the preent position and tone of the market is the liberal buying of last year's packing, which developed during the Spring 'round 62½ cents, factory, and which was regarded by many jobbers as sufficiently attractive to cover this Fall's wants, particularly so when this figure, at which a good many packers were willing to sell this Spring, was from 7½ to 10 cents per dozen below the actual cost of packing this Fall. We know of no other plausible explanation for the present position of the Tomato market. That the pack in the more important sections of the East this year, as compared with last year, is very much less, there can be no question, as in fact, there has been no question ever since it became definitely known to what extent the acreage for this year's packing has been reduced. To-day's closing figures on Maryland and Delaware Packing good Standard 3s, are 65 cts., f. o. b. factory. For special packing in special tins for buyer's label, demand continues remarkably good at good figures. Demand for Gallons this week, better than last week, while demand for 2s is light.

Corn.—Continued heavy buying, both for account of short interests among packers, and among trade direct, has developed into another busy and active week, with quite a number of the larger operators on Southern Maine Style packing closely sold up. The week closes with every indication that buying on Maine Style Packing particularly, is not yet over, and that on good lines the market will not only be maintained, but possibly advanced over today's closing figures. On Southern Packing Whole Grain Evergreen and Shoe Peg, demand and buying both are very much improved this week; so much so that Maryland packing Whole Grain and Shoe Peg is again this year, precisely as last year, being inquired for from sections which, as a rule, don't handle this style of packing, unless Maine Style packing is scarce and high.

STRASBAUGH-STECKEL-HEWITT CO.

Baltimore, October 8, 1904.

Gentlemen:—We report the market as follows:

Tomatoes.—The usual slump on country packed Tomatoes has been in progress during the past week. This occurs annually and always temporarily demoralizes the market. There have been some No. 3 Standard Tomatoes sold on the Peninsula as low as 62½ cts. per dozen, less 1½%. This is a low price on Tomatoes, cheaper than the goods can be bought for either in Harford County or Baltimore, and from present indications such lots as are being offered at this figure will be pretty well cleaned up in the near future. The situation in Baltimore is practically unchanged; some packers are asking and getting 67½ cts. per dozen for good grade of Standard Tomatoes. We can buy some desirable lots at 65 cts. per dozen, but this is bottom for Baltimore delivery.

In other lines of Tomatoes we can buy First-class No. 2 Standard Tomatoes at 47½ cts. per dozen, less 1½%, f. o. b. County; Good No. 2 Off Standards at 45 cts. per dozen, less 1 ½%, f. o. b. Baltimore, and No. 3 Seconds at 62½ cts. per dozen, less ½%, f. o. b. Baltimore. We are having a good inquiry for Gallon Standard Tomatoes, which we can buy at $1.90, possibly $1.85 per dozen, less 1½%, f. o. b. Peninsula.

Pears.—Packers are all busy on Pears. There is an excellent inquiry from all sections of the country. The comparatively high prices of Peaches may be having the effect of stimulating the demand for Pears at present low prices. We can buy good No. 3 Pears, in water, at 67½ cts.; very good stock in syrup at 75 cts., and a first-class No. 3 Standard Pear, in syrup, at 85 cts. per dozen. We can still buy various grades of Extras at prices ranging from $1.00 to $1.50 per dozen, according to quality.

Corn.—There is a good steady demand for all grades of Corn, in fact, the demand for the Harford County Style of Corn, both Standard and Shoe Peg, is better than usual. The shortage in Maine and New York State during the past few years has caused a larger consumption of Harford County Style of Corn and has served to create a demand for the better grades of this style of packing.

Peaches.—The market is unchanged. Stocks in the hands of packers are light; demand very fair.

Small Fruits.—The interesting item in this line is Blackberries. The price has advanced to $1.00 per dozen for No. 2 Standards. Other lines are unchanged.

Spinach.—We are having a large inquiry for New Spinach. We are quoting No. 3 Standard at $1.10; Gallon Standard at $3.50 per dozen, shipment as soon as packed. It ought to be ready some time next week, or early the week following. For later delivery, we quote No. 2 at 80 cts.; No. 3 at $1.00 and Gallons at $3.25 per dozen, regular, f. o. b. Baltimore.

Oysters..We quote New Oysters: 4 oz., 75 cts.; 8 oz., $1.40; 5 oz.; 80 cts.; 10 oz., $1.50 per dozen, regular, f. o. b. Baltimore, delivery within a week or two. Southern pack, attractive labels.

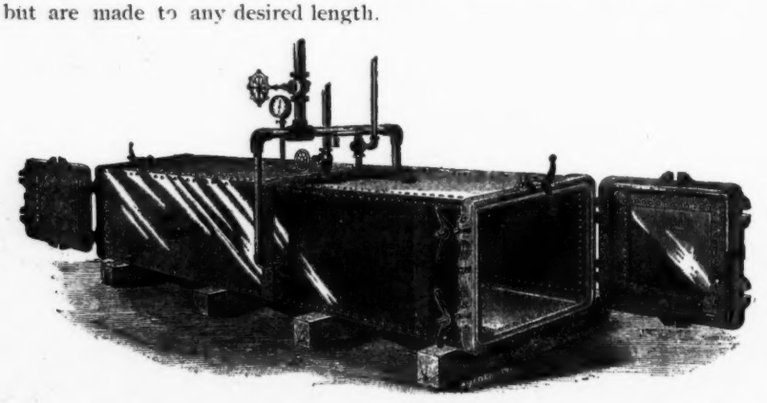
THOS. G. CRANWELL & CO.

ZASTROW'S GULF STATE OYSTER TUBS

These Tubs are made to measure and transfer oysters from the boats to the factory in the Gulf States.

ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary—they are generally made 25 feet long, 30 inches wide by 29 inches high inside, and to hold three 8-ft. cars easily, but are made to any desired length.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

GEORGE W. ZASTROW, Mechanical Engineer, 1404--1410 THAMES STREET, BALTIMORE, MD.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

NEW YORK.

The canned goods situation has changed but slightly since our last report. The packing season is practically closed, but notwithstanding the claims that the tomato pack is short, there is an unsettled tone on Maryland goods and the offerings of standard No. 3s are quite free. It is explained by some holders that the pressure to sell comes from canners who are short of cash, the inference being that the ease of tone will be only temporary, but the same thing happens every season when the pack is full. There are even second hand offerings in New York that are quoted at the inside price of 67½ cts. per dozen. The New Jersey pack is said to be full and fine in quality. String beans are said to be a lighter pack than expected, so far as Baltimore is concerned, but the price quoted there is unchanged at 47½ cts. for No. 2 and 70 cts. for No. 3. Lima beans at factory, 80@90 cts. There is much interest shown in Maryland corn of good quality, and large lots of Maine style sold at 75 cts., f. o. b. factory. Western corn is attracting less attention. The general tone is firm. Peas are dull and somewhat nominal in value. In fruits the movement is limited, but peaches continue firm and in small supply, with only pie brands in demand. New pears at Baltimore are quoted as follows: 60 cts. for 2-lb. seconds in water, 80 cts. for 3-lb. standard in light syrup and 90 cts. fr the ame in good syrup; for extras $1.00@1.20 is asked for 3-lb. and fancy genuine Bartletts are offered at $1.50, all f. o. b. Baltimore. The market for gallon apples is quiet and easy. Salmon is firm. Barring the interest in pink there is not much doing in this market. Red Alaska sells but little better, although so much cheaper than during the summer months. The consumption would seem to have been permanently affected by the late high prices. —*Merchants Review.*

CHICAGO.

Advices from the South are to the effect that country packers are closing their factories and that the general impression seems to be that the Maryland tomato pack will not be over 50 per cent of that of last year. Interest in corn is not so pronounced as last week, immediately following the reports of frost damaging in the States of New York and Maine. Peas seem to receive no attention and prices are normal. The situation is about the same as previously reported. Peaches of all kinds are scarce and firm. Interest in salmon seems to be confined chiefly to spot pink, for which a good demand is reported. Red Alaska is moving rather slowly. Other descriptions are scarce. The market as a whole has a firm tone and there have been no changes in prices during the last week. American sardines remain quiet, with increased supplies, but the tone of the market is quiet, no quotable changes in prices having been made.—*Grocers' Criterion.*

PHILADELPHIA.

It is hard to describe the market on tomatoes. Goods can still be bought at the factory for 65 cents, which is 5 cents below the price ruling a little earlier. There are no buyers, however, and some sales of fair stock have been made at 65 cents delivered in Philadelphia. The market is very uncertain and demoralized, but it is still the general contention that as soon as buying begins prices will advance. Corn is strong. Maine deliveries will run from 40 to 50 per cent for the large packers, to 75 per cent for the small. New York deliveries will range from 50 to 75 per cent. There is continued good demand for Maine style Maryland corn to fill short New York contracts. This grade is from 2½ to 5 cents higher. Peas are unchanged and neglected. Peaches show no further advance, but are still held firmly. California canned goods are unchanged and stocks are closely cleaned up in first hands.—*Grocery World.*

BOSTON.

Brokers report a good trade in Western packed corn, owing largely to the frost which cut down the pack in Maine and New York State. In Maine the frost was the most severe that has been known since the inauguration of the corn canning business, having probably cut down the pack from 30 to 40 per cent. We understand that deliveries are being made on the basis of anywhere from 40 to 80 per cent.

There is a fairly good demand for spot peas, clams and salmon.

From reliable sources we learn that the pack of tomatoes will not be as large as was anticipated a few weeks ago. The market is considerably firmer.

Lobsters are very scarce and high, and it is difficult to obtain them at any price.

When Through With Experimenting

WRITE FOR OUR RELIALBE

"AMALIE BRAND"

TOMATO AND CATSUP COLORS

Absolutely Harmless and Non-Poisonous,

Best Natural Color Effect.

PRESERVING SALTS for Tomato and fruit pulps. SOLDERING FLUX.

German-American Chemical Works.

L. SONNEBORN SONS,

801-809 S. Wolfe St., Baltimore, Md. 281 Pearl St., New York.

Other lines remain about the same.

The 1904 pack of sardines at Eastport to date is estimated at 700,000 cases, about equal to last year's pack at the corresponding time. The bulk of the pack is in one-quarter oils, and the fish packed are of a very large size, few small fish, such as are desired, having been taken this season. The run of herrings is now falling off, and packers complain of heavy advance in the cost of fish and other materials.—*New England Grocer.*

ST. LOUIS.

In spite of the talk about frost, I find mighty little interest in tomatoes. The jobbers are not bothering with them, the retailers are not asking for them, the consumers are still eating the fresh stock and the canners are hungry to sell what they have.

The feeling toward corn is bullish all along the line and the jobbers believe that they will not have enough of the Maine variety to nearly fill their future contracts. They are told by packers that deliveries will not exceed 40 per cent. Western pack corn ought to be normal.

The recent frost in New York and New Jersey damaged the spinach crop to such an extent according to advices from packers that deliveries will have to be reduced to 50 per cent of orders received.

An effect of the late frost, according to letters received by local brokers, will be a considerable curtailment of the pack of pumpkin and squash in Michigan, northern Ohio, New York and New England.—*Interstate Grocer.*

MONTREAL, CAN.

Interest still holds in the anticipation of the new pack of canned corn and tomatoes. Tomatoes are not expected to show more than 75 per cent pack; favoring weather continuing will tend to put a better feeling in the trade. Salmon especially is puzzling to buyers and the high grade stock is likely to be very dear and hard to handle. The new prices for fruit and vegetables are attracting more attention in the trade than usual and increased demand has been noted. The waiting policy is still in order, that is, buyers are waiting for the delivery of orders placed some time ago.

TORONTO, CAN.

Considerable anxiety is expressed in canned goods circles in regard to opening prices on canned corn and tomatoes. Packing is still going on, although it is entirely contingent on the weather conditions. Canners are holding back prices until the extent of the pack is determined. The opinion just now is that the corn pack will be at least 40 per cent short; there will also be a considerable shortage in tomatoes, although not so large as in corn. Another perculiarity in the corn and tomato situation is the fact that deliveries are now being made athough no price has been announced. It is hoped that the new prices may be available for next week's Grocer.

In view of the approaching completion of the 1904 pack of fruit and vegetables, stocks of 1903 pack are being reduced and will be revised accordingly in next week's Grocer.

1904 pack apples will be on the market very shortly at prices somewhat below the level of last year. The trade is of the opinion that prices were abnormally high a year ago, and bases its predictions in regard to price on this as well as the fact that there will be a large crop of apples for canning purposes this year. This article is in demand especially for the export trade in the Northwest and foreign countries.

Stocks of "Horseshoe" brand sockeye salmon are practically exhausted and the retail trade is now being supplied with other lines. Generally the salmon situation continues very firm, although there has been on appreciable change in quotations. There has been a considerable reduction in prices of corn beef. Finnan haddies are firm on account of the short pack.—*Canadian Grocer.*

LONDON, ENGLAND.

Salmon.—A quiet tone continues to prevail in this market, and both in British Columbia and Alaska there is not much doing. Prices, however, remain firm.

Lobsters are without change, and a steady business continues to be done. Fine qualities are getting scarce. The *London City* has brought 686 cases.

Sardines are a quiet market, and there is not a great amount of business passing, but a firm tone prevails. Stocks of home trade qualities are getting within a limited compass. Recent arrivals include the *Montanes* with 2,623 cases, the *Lisbon* with 1,432 cases, the *Navarre* with 3,126 cases, the *Fortuny* with 893 cases, the last two named to Liverpool, and the *Morbihan* with 1,367 cases, and the *Colomba* with 1,105 cases, both to Newhaven.

Meats.—There is a good business passing, with an active demand, and prices are very firm.

Fruits.—There is not much doing in this market, but the tone is firm. Pines go off slowly at steady prices.

LIVERPOOL.

Salmon.—Although there has not been so much business doing this week, the market for best grade of goods continues to be very firm, and slightly higher prices have been obtained for one or two parcels.

Lobsters.—Very little enquiry, with prices rather easier.

Sardines.—There has been rather more attention paid to these during the past week, and higher prices are being asked.

Meats.—Owing to small stock prices still continue to be firm, and a fair amount of business is being done.

California Fruits and Pineapples.—These command a steady sale, and full rates are maintained.—*Grocers' Gazette.*

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.
S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Toledo, Ohio, Dec., 28th 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—We had the pleasure of purchasing our 3-lb cans from you last season. We say pleasure, for the reason that it is a pleasure to be able to purchase cans that are strictly first class and entirely satisfactory nowadays when so many manufacturers are putting out inferior cans. We wish to assure you we will not close for next season until we receive quotations from you.

Very truly yours,
THE INTERNATIONAL CANNING CO.

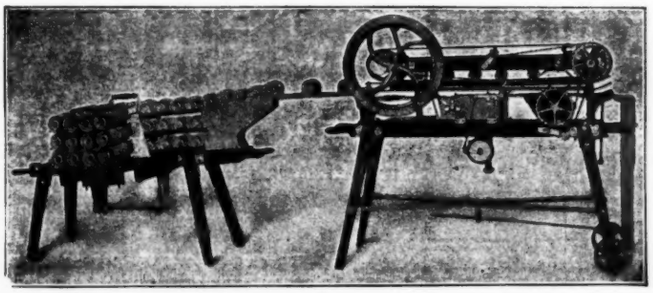
WRITE FOR PRICES BEFORE BUYING.

Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING - - - WEST VIRGINIA.



The Knapp Labeler and Boxer

Do Not Disappoint.

Lots in that brother! We are constantly selling machines where other devices have not proven satisfactory. We lease where customers prefer.

Have you thought much about having your labeling done neatly, quickly and at the lowest possible cost? It's the only way. Write us now.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE CHICAGO.

THIS SPACE IS RESERVED
FOR FAMOUS
NEVER-SLIP SOLDER.

Good Judgment has Accorded Never-Slip Solder the Highest Verdict.

COMMON SENSE

then should cause you to

RESERVE YOUR ORDER

FOR

E. M. LANG CO.,

New York Office,
16-18 Exchange Place,
W. B. DOUGLAS, Agent.

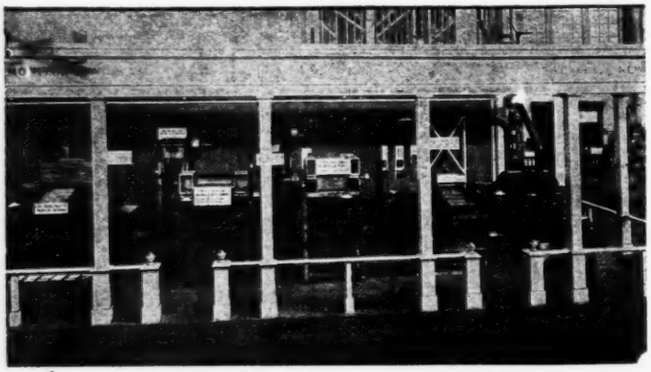
Portland, Me., U.S.A.

The Huntley Exhibit.

Canners who visited the St. Louis Exposition found one of the most interesting exhibits to be that of the Huntley Manufacturing Company, makers of the Monitor Green Pea Separators, Cleaners and Graders, and String Bean Graders.

An illustration of the company's booth in the Agricultural Building is reproduced herewith, and gives a fair idea of the size of the exhibit made by the Huntley Company, who are also makers of special cleaning and grading machinery for coffee, rice, grain, flax, etc.

Although the company makes comparatively few machines adapted to the canning industry, these few are so efficient that they have come into



wide use in the most successful canneries and have taken a high stand among the green-pea cleaning and grading machines and the string-bean separating and grading devices.

A special catalogue devoted to the canning industry is issued by the Huntley Manufacturing Company, which should be in the hands of every canner. A postal card request to the company at Silver Creek, N. Y., will bring you a copy.

Pennington, N. J.—The local canning company has put up nearly 100,000 cans of tomatoes this season.

75c. Tomatoes.

It will be remembered that early in January last the Tri-State Association was formed of members formerly belonging to the New Jersey Association and the Peninsula Association, which associations went out of existence at that time. That is to say, these two old associations were merged together and became the Tri-State Association. This arrangement brought into the one body nearly all the tomato packers of New Jersey, Delaware and Maryland. That they have gotten down to real work is shown in the following report of a recent meeting:

"At a meeting of the Tri-State Packers' Association, held at Wilmington, Del., on the 6th instant, a comparative statement of the 1903 and 1904 tomato packs was presented, made up from reports of packers from different sections of the States of New Jersey, Delaware and Maryland, whose combined pack equals two-thirds of the total pack of the United States, which showed that, while parts of New Jersey and Delaware had a fair pack, there was a great falling off in the pack of other sections of those States and of the States of Maryland and Virginia especially.

After going over the figures very carefully and comparing them with the American Grocer's report of the 1903 pack in the said States, and viewing them from different standpoints, it was concluded that the 1904 pack in the aforesaid States would not exceed sixty per cent. of their 1903 pack, and that the pack in the West, from information lately received from a reliable source, would not be much, if any, better. Therefore, in view of the foregoing, upon motion unanimously passed, the Secretary was directed to notify our members that the following scale of minimum prices for tomatoes should be adhered to, viz:

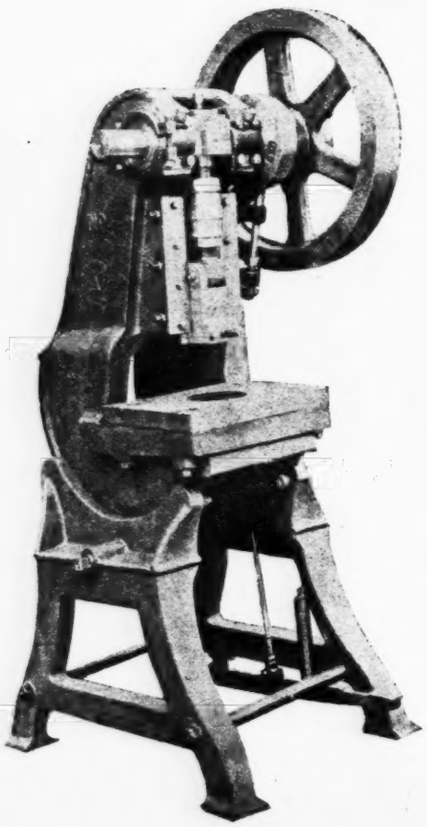
Fifty-five cents per dozen for Maryland Standard Twos; 75 cents per dozen for Maryland Standard Threes; 85 cents per dozen for Jersey Standard Threes; $2.15 per dozen for Standard Gallons.

The Association deems that present conditions fully justify the above prices as being equitable and just between packer, buyer and consumer, and requests that you will maintain them.

Our next meeting will be held on the third Thursday in November at Wilmington, Delaware. Yours very truly, C. M. DASHIELL, *Secretary.*"

Mobile, Ala.—A Baltimore firm will take charge of and operate the Bayou La Batre Canning Company plant, which has been idle for two years.

POWER PRESSES.



This Press is made to cut out tops and bottoms; is built in the upright style, in a strong, substantial manner.

ALSO

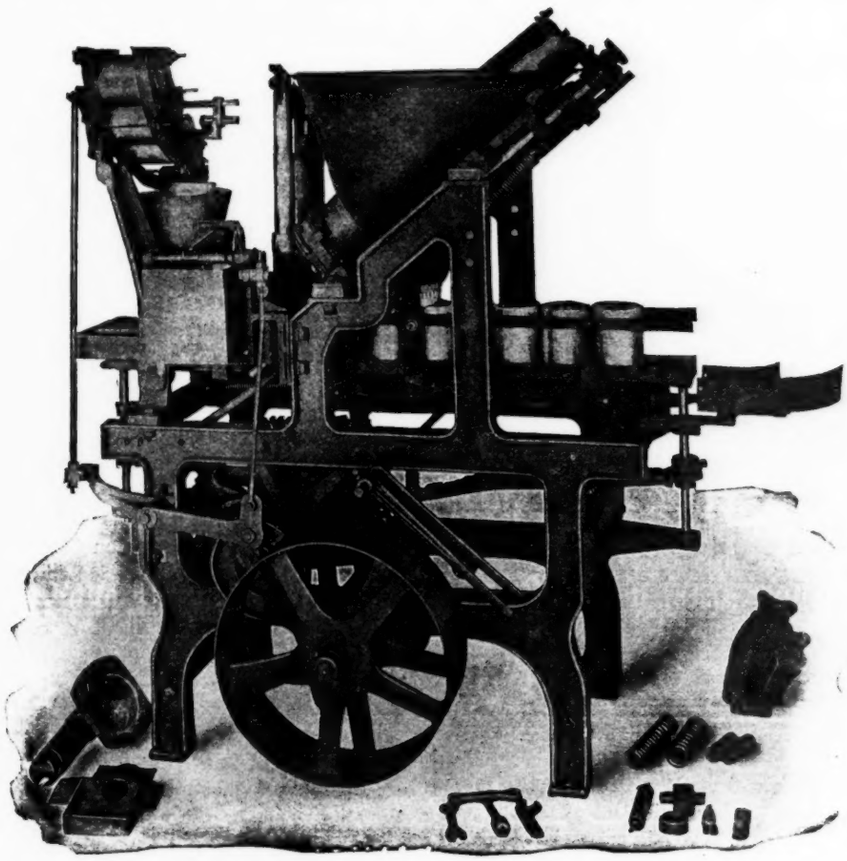
Crimpers, Testers, Slitters, Floaters, Dies, Etc.

STEVENSON & CO.

601--607 S. Caroline Street,

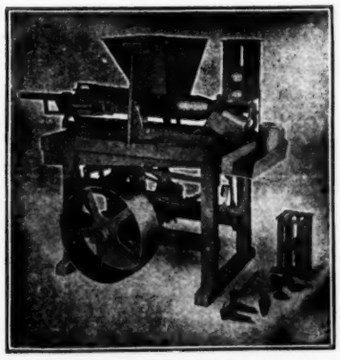
BALTIMORE, MD.

TOMATO FILLERS.

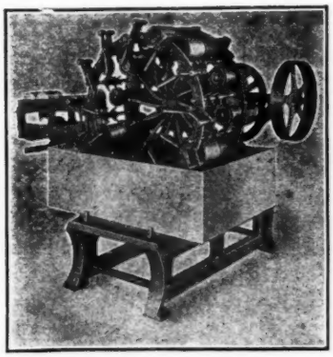


KING FILLER WITH ATTACHMENTS.

Everything goes into the can. Can be regulated to fill any desired quantity.



STEVENS FILLER.



AUTOMATIC CAN TESTER.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.
Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$3.00

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, OCTOBER 14, 1904.

We publish in this issue the circular of the Tri-State Packers Association, giving the result of their inquiry into the tomato pack and their conclusions therefrom. At this particular season it is certainly of interest to all parties handling them. The Tri-State Association, as our readers are aware, includes the tomato packers of New Jersey, Delaware and Maryland and is an association of considerable magnitude, importance and energy. It is composed of the most reputable rural packers of the States named, men who are very largely engaged in tomato packing, who have, therefore, means of knowing the tomato situation at all times, and the conditions of the market relative to them. The views expressed in the circular are for this reason, important, and the circular itself has not been distributed without a purpose.

First of all it will be apparent that the tomato packers of the region mentioned have arrived at the conclusion that the pack of that vegetable for this season is over; and their purpose is undoubtedly to inform their members and others of the situation in the market of the tomato supply, and its relative extent and probable demand. As we write the temperature is rather that of summer than of fall; there is a rather considerable supply of tomatoes coming to this port from different sections, but mainly from the tide-water counties of Virginia, and considering the prices at which these arrivals are selling, it is reasonably certain that any appreciable advance in the price of canned tomatoes would tend to continue the pack.

Basket tomatoes are no higher at the wharves to-day than they were one month ago. Also in this respect we would suggest that Virginia should be represented in the Tri-State or rather Four-State Association, as during the past year or two the Old Dominion has again taken her place as a very heavy packer of tomatoes, and her output will considerably affect the general quota.

There are some Virginia firms included in the circular, but we believe the factories are located in what is known as Eastern Virginia, which is the tail-end of the Peninsula, running down to Cape Charles and Cape Henry and properly belongs to the Peninsular Association.

This circular reports that from the evidence obtained through the Association and from outside sections their judgment is that the tomato pack of this year will be only about 60 per cent of that of 1903. This action of the Tri-State Association is admirable and important in itself, and we would be pleased to hear that the Indiana Packers' Association had taken the same action towards the volume of the pack between the Ohio and the Mississippi Rivers. The very fact that these gentlemen find it difficult to obtain satisfactory statistics with regard to their industry, is proof that such general business action should be taken, for so poorly were the statistics reported for so long, that many well informed packers throughout the country, for years, did not know whether the pack was 5,000,000, ot 10,000,000 cases, and surely there could be no more palpable folly than this in a great industry.

Just in parenthesis here we would say that the National Canned Goods Brokers Association should give this thing their special attention, as, through the various brokers in each State, at comparatively little expense they could accurately learn the entire pack of the season by the middle of November. The packers themselves should be interested in giving them accurate information; for it is a fact the packer loses money on his wholesaling of goods before their value can be determined.

It will be noticed that this circular states that at the meeting of the Tri-State Association on October 6th, when the result of the report of statistics was made known, a resolution was adopted fixing a minimum of prices for stock in hand. It will be observed that the prices so fixed are considerably higher than the market quotations to-day for the same goods, and that they are approximating the values which THE TRADE stated in August would probably prevail by the close of October. Standard goods No 3 Maryland tomatoes are fixed at 75c.; New Jersey size 85c.; gallons at $2.15. Any packer who still has on hand 10,000 cases can figure out for himself what the difference between these quotations and the prevailing market would mean to him in the value of his goods.

Tomato packers in the West can also realize the importance of this declaration to themselves, for the season's experience has already demonstrated to them that they are selling thir tomatoes below cost, because buyers assure them in the East tomatoes will be plentiful.

The action of the Tri-State Association is based upon the belief that there is less than two-thirds supply in this section for the known demand, and it is a fact that there is none of the 1903 pack carried over and that all old goods of previous years have gone into consumption this year. As a matter of fact it is difficult to tell the current truth about he tomato crop and pack without being accused of taking the position of perpetual bull upon upon this article. It will be found that when the whole statistics of the tomato pack of this year are summed up that the up-put has been below requirements, and that there will be a steady tendency to increased prices from now till the advent of the 1905 pack.

We believe that the quietness and the low price of tomatoes at the present writing are caused by the remarkable apathy of the buyers. It is our opinion that the great jobbers throughout the country have secured less of a supply of tomatoes this season to cover the next eight months than has been the case in the past fifteen years; and if this should prove to be a fact the holders of tomatoes will make money after the turn of 1905. This seems to be the tomato situation at present but it has had to take a back seat all the summer because of the interest in corn; and as Jack Frost is a power of Northern birth in this section of the world, he naturally throws his influence towards the more Northern crop, and the love apple must make out as best it can while corn is being boomed. If the present weather continues during the greater part of October we have no doubt it will add a small number of cases to the pack of canned tomatoes but there is much doubt in the "if" and it all depends upon the seasonableness of the season.

The British Tinplate Industry.

There are no exact records of the total output of tin plates in Great Britain. In this respect the tin plate industry has acquired an unenviable distinction, due to the reserved and secretive disposition of many of the men engaged in it. There is no similar industry in the world of which the details are not more or less known. It is, however, computed that the total make of black and tin plates in 1903 has been well on to half a million tons, of which 353,000 tons were exported, and the remainder was absorbed in meeting home demands. Accepting this as an approximately correct figure, it would seem that we are still the leading tin plate manufacturing nation in the world, by, perhaps, 12,000 tons a year. And it also seems that we are not losing ground, despite the advances made by the United States, Germany and other nations, for our total exports of black and tin plates in 1903 was about 40,000 tons in excess of those of 1896, and those of 1902 were about 45,000 tons greater. Nevertheless the tin plate manufacturers are not content when they remember the "good old times," still comparatively recent, of 1891, when we exported over 448,000 tons, or 95,000 tons in excess of those of 1903, and when our total output was computed at 578,000 tons, or fully 80,000 tons more than that of last year.

This retrospect is, perhaps, calculated to inspire a pessimistic tone, but its antidote is to be found in carrying the memory and the figures back to a still earlier period—not more than twenty years further—when the perspective of our progress will be found more striking and effective. Until 1890 Great Britain had practically no competition in the tin plate industry. She has no competition to speak of even today. It is true that the United States have almost taken from us its own home market, which we monopolized until 1890; but that is all. Even yet we ship to the United States from 45,000 to 50,000 tons of tin plates annually, but this is only about an eighth part of our former shipments to that market. Germany produces well on to 20,000 tons of tin plates annually, but that does not even supply her own home needs, and most other nations have more or less to depend on British supplies, including Austria-Hungary, France, Spain and Russia, where tin plate plants are now in operation. It would be difficult to imagine any circumstances that could afford stronger proof of the inherent virility and soundness of this great industry.

It is, however, highly important to remember that this condition can only be maintained by increasing strenuousness on the part of both employers and employed. The Americans had, in the census year 1890, invested $27,500,000 in the tin plate industry, and since then this amount has been greatly increased. The same country has made vigorous efforts to get ahead of South Wales in plant and equipment, and to some extent it has succeeded. What has been done in South Wales to combat this movement? We fear that the reply is not entirely satisfactory. A recent review of the trade by an acknowledged authority states that "although some obsolete mills have been remodeled, no new mills have been added to those in existence in 1891. It is now thirteen years since then. Can it be supposed that the equipment thirteen years ago is suited to the requirements of the present day? If this be so as regards tin plates, it is certainly not so as regards any other product of the iron and steel trades. The fact that South Wales has succeeded, despite all the inducements presented to other countries to dispossess her, in keeping her markets so well, should be great encouragement to our tin plate manufacturers to let nothing stand in the way of their keeping at the front. The only black page in our tin plate annals is that which deals with the McKinley tariff and its results. We may hope to open many new pages of a different character, if we only take care that we are entitled and competent to do so.

—*London Iron and Coal Trades Review.*

Sardines.

Sardines.—Bulk shipments of the domestic product have been made from both Eastport and Lubec, Me., the past week. In large part the consignments were sent forward to complete belated deliveries on contract. The fishery is still somewhat erratic, but the island weirs on the Canadian side are doing good business notwithstanding and the price of fish is now reported at $5 per hogshead for contract to complete season. The end of the packing season is now within measurable distance, and supplies are being diverted to bait requirements for the Nova Scotian line fishermen. The market is firm again, due to the fact that there is no congestion whatsoever at the primary points of distribution, and that there is no possibility of the output for the season exceeding the requirements of consumptive demand.

The market on imported sardines is featureless at the moment save that several brokers are entirely out of Portugese stocks with little prospect of replenishing supplies in the near future.

Canned Lobsters.—The last of the summer's lobster pack has reached St. John's, N. F., says an advice of the 5th inst., and, from figures obtained yesterday, we are in a position to state that the catch will probably reach 40,000 cases. The price, all round, has been less than last year, but the aggregate value will be about the same. The French Shore fishery still continues, and the fall pack there is expected to be larger than usual.

The Colossus Pea Separator is made by the Sinclair Scott Co. * * *

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

HOMINY.

HOMINY is gaining in the extent of its pack from year to year, but it is not likely to assume great proportions, because of its nature. Hominy in its raw state can be obtained at so low a price that the only real advantage in canning it would be that it can then be used at any season of the year, and even in this does not give any indication of immense growth, because it is distinctly a winter dish.

It is nevertheless a fact the number canning is being increased every year, and this is the best indication that the demand is for it. It is possible some industrious packer will place it upon the market in a style different from the regular, accustomed way of serving it upon the average table, and if in a toothsome style it should take. It is true of this, as with every article in cans, that it is susceptible to great advancement in the hands of a progressive packer because he will take pains to put it before the public in a way to catch the palate. But there is much trouble attendant upon its packing, and the profits are relatively small; so that hominy lacks the inducement some other articles offer.

THE FORMULA.

HOMINY WITH TOMATO SAUCE.

Place two bushels half grain hominy in a 50 gal. barrel, then nearly fill with a solution of Bi. Carb. Soda, 1 oz. in 12½ gals. water; soak 12 hours, then drain off surplus liquid. Place the hominy in a tank fitted with a closed coil, cover with cold water, bring to a boil and simmer, without stirring, 5 hours, or until the hominy is soft; drain off the surplus water and to each 100 lbs. add 2 gals. of the following sauce:

30 gals. Tomato Pulp (see note).
10 gals. Water (in which hominy was cooked).
6 lbs. Salt.
12 ozs. Grd. White Pepper.

Place in cans while hot, cap, tip and process, 3-lb. cans 90 minutes at 240, or 2½ hours at 212 degrees.

HOMINY, PLAIN.

Treat and cook as for Hominy with Tomato Sauce, except that barely sufficient water is used to cover it, and it is stirred frequently while cooking; when the hominy is soft and the water has assumed a creamy consistency, add 1 lb. of salt and 1 oz. grd. white pepper to each 100 lbs. Place in cans while hot, cap, tip and process same as above.

HOMINY AND SAUSAGE.

Treat and cook as for hominy plain; prepare the sausage, which should be of the small "Frankfurter" size, in the same way as used with sauer kraut, first boiling it, and place several in each can.

BEETS.

Beets are perhaps the most unsatisfactory article the canner touches, if the results of his work be considered. The reason for this is that no matter how much care is taken in handling and processing them, after standing in the can for a short while they lose their color and turn out a silky yellow. This has caused many packers to give up canning them, because, as will be seen below, even with the use of coloring matter, this trouble cannot be overcome. The beets will in most cases if not in all, turn even with the artificial color in them. This is no doubt due to the action of the tin on the beets. There is an acid formed which, though it does not sour the beets, turns them yellow, and thus causes them to lose much of their market value.

But even despite this drawback the pack has been rapidly increasing in late years, and is likely to still further increase. Experiments have been made by probably every canner that ever put beets up in cans to overcome the trouble, but to no avail, unless the recent invention of "Bucklynite" coating, for the inside of cans, should answer the purpose.

Beets, especially those grown with fertilizers containing an excess of Nitrogenous matter, frequently undergo a chemical change after being packed for a few weeks, the natural color bleeching to a sickly yellow. The artificial color added to the syrup will not pervent this, it simply seems to make the beets present a more sightly appearance. The addition of 4 ozs. Bi. Carb. Soda to each 12½ gals. water, used in the preliminary cooking, appears to retard or correct this in many instances.

Allow the leaf stems to remain during the preliminary cooking, as it prevents the bleeding and loss of much of the natural beet color; they also serve as a handle while trimming and skinning.

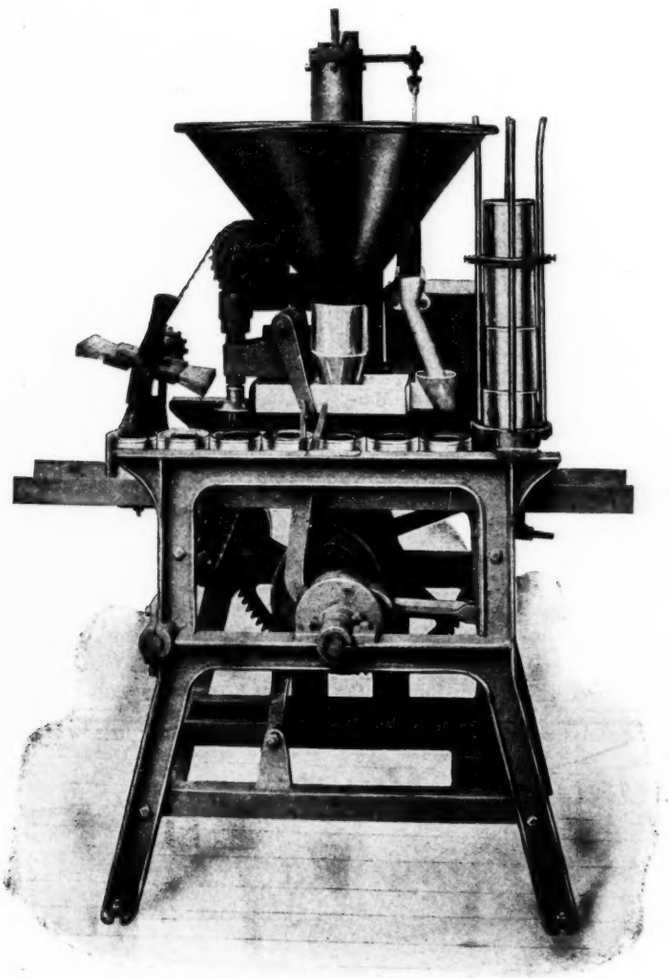
BEETS, BLOOD, EXTRA GRADE.

Select small garden beets, the largest not more than 1¾ in. in diameter, wash thoroughly to remove all adhering soil, cut top off at base of leaf (see note 1), place in wire baskets and steam at 214 degrees for 12 minutes, or boil in water for 15 minutes; drop in cold water, then shave off rootlets; skin and cut off tops close; place in cans, hot dip in syrup (sugar 2 lbs., salt 2½ lbs., water 12½ gals.), which has been brought to a blood red shade with Concentrated Beet Coloring (see note 2). Cap, tin and process 3-lb. cans 30 minutes at 240 degrees, or 50 minutes at 212 degrees.

BEETS, BLOOD, STANDARD GOODS.

Handle large beets in the same manner, but allow more time for the preliminary cooking. The beets should be about three-quarters done before trimming and skinning. If there is a great variation in the size, sort roughly before cooking. After cooking, halve, or quarter if necessary, pack in cans and hot dip in brine (salt 2½ lbs., water 12½ gals.). Cap, tip and process same time as small ones.

Tomato Machinery.



Improved Jersey Queen Tomato Filler.

Makes Great Improvement and Saving in Packing Tomatoes. Does not Mash the Fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

INDIANA.

Booneville, Ind.—A canning company was organized here with a capital stock of $72,000. A factory site was picked and work on the building will commence immediately.

IOWA.

Marshalltown, Iowa, Sept. 24, 1904.—On Monday or Tuesday of next week the season's packing of the Gilman Canning Company will be brought to a close. The company will have packed by that time a total of 120,000 cases of corn, of 2,880,000 cans, three times as much as was put on the market as finished product last season. The corn is pronounced to be of excellent quality.

LOUISIANA.

Jeanerette, La.—A meeting was held at Jeanerette at which the Murphy Canning Company was organized with a capital stock of $10,000. The following officers were elected: J. C. Akers, president; L. A. Moresi, vice-president; S. L. Jacobs, secretary and treasurer. The Board of Directors is as follows: A. Bonvilla, J. B. Brown, L. A. Moresi, J. C. Akers and S. L. Jacobs. The company will commence operations at once.

MARYLAND.

Elkton, Md.—The Elkton cannery has closed down after a most successful season, the pack being 10,500 cases of tomatoes, 5,500 cases of corn and 1,000 cases of corn and tomatoes.

MAINE.

Gorham, Me., Sept. 28, 1904.—H. L. Forhan, of Raymond, who has been running the corn factory on North street with Almon Johnson as superintendent, finished packing today. One hundred and seventy thousand cans of corn have been put up at their factory this season. Supt. Johnson reports the pack to be of the best quality for years. No corn damaged by the recent frost was allowed to be used.

Old Town, Me.—A sardine factory has been during the past few months at Fair Haven, Deer Island, and will soon be open for canning herring. The herring is found only a short distance from the factory and there is enough help about to fill the places when work is begun. There is also a clam factory at Fair Haven, which has been conducted with success for a few seasons past during the clam season.

Lewiston, Me., Oct. 4, 1904.—The Showhegan cannery of the Portland Packing Cmpany shut down Friday afternoon, for the season of 1904, after a successful run of 13½ days. The total pack was about 400,000 cans, of which 300,000 were succotash and 100,000 were beans. More would have been put up had it not been for the heavy frost of 10 days ago. This frost did not hurt the ripe corn, but killed that part of the crop which required another week of sun before it would be ready for the market.

MICHIGAN.

Traverse City, Mich.—Owing to the failure of the huckleberry crop three successive years in Maine, J. A. Coffin of Machias, Maine, is endeavoring to buy 40,000 acres of state land in this section of Michigan on the huckleberry plains. If he does so he will engage in huckleberry canning on an immense scale.

Battle Creek, Mich.—A new industry has been established in this city, in the organization of the Michigan Canning and Preserving Co., with a capital stock of $100,000. Several prominent business men are at the head of the company. They will do an extensive business in the way of canning and preserving fruits.

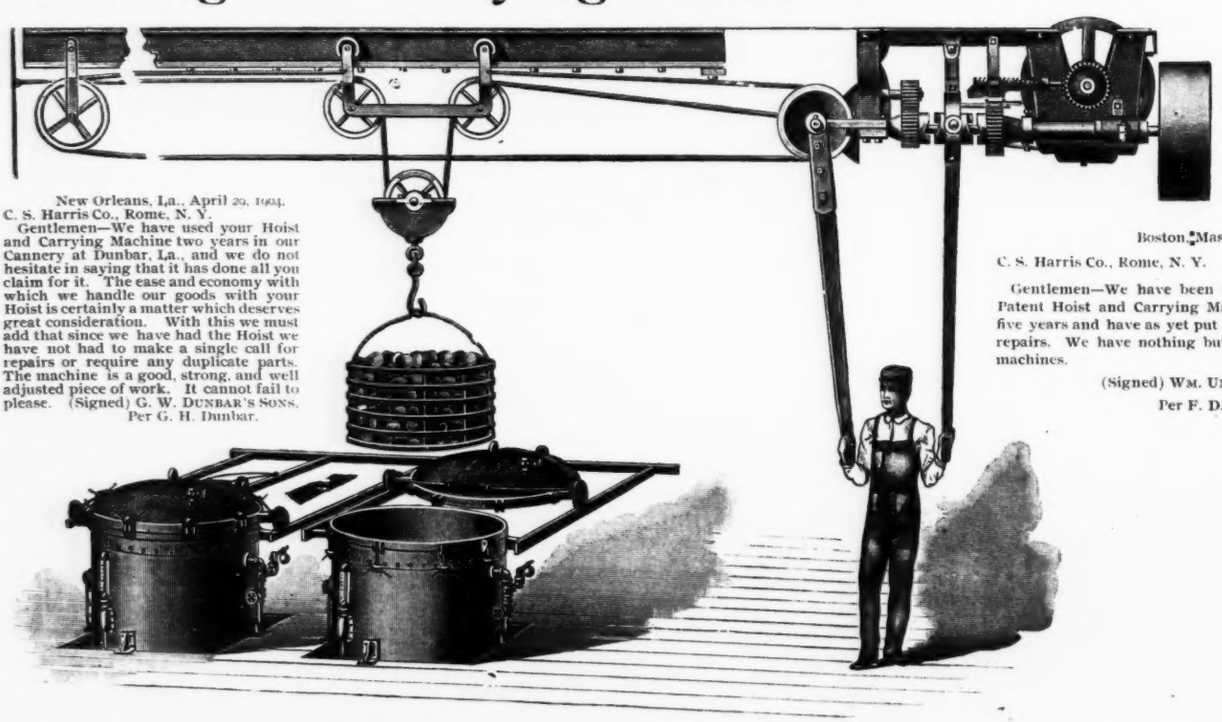
MISSOURI.

Independence, Mo., Oct. 1, 1904.—The canning company cannot secure enough help in this city to run its factory and additional help was secured from Kansas City. Over 1,500 bushels of tomatoes were canned yesterday.

NEBRASKA.

St. Paul, Neb., Sept. 27.—The St. Paul canning factory is completing the season's pack of sweet corn today. Something over 800,000 cans of corn have been put up, and although it has been subject to some of the

The Harris Patent Power Hoisting and Carrying Machine



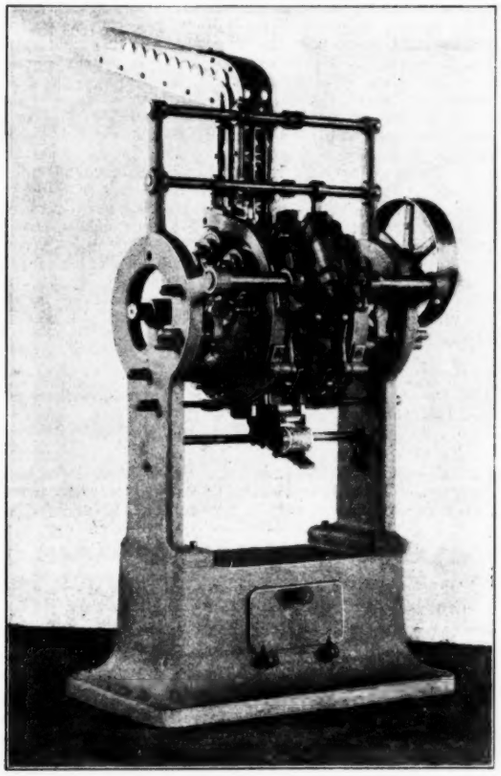
New Orleans, La., April 29, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—We have used your Hoist and Carrying Machine two years in our Cannery at Dunbar, La., and we do not hesitate in saying that it has done all you claim for it. The ease and economy with which we handle our goods with your Hoist is certainly a matter which deserves great consideration. With this we must add that since we have had the Hoist we have not had to make a single call for repairs or require any duplicate parts. The machine is a good, strong, and well adjusted piece of work. It cannot fail to please. (Signed) G. W. DUNBAR'S SONS.
Per G. H. Dunbar.

Boston, Mass., May 19, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—We have been using the Harris Patent Hoist and Carrying Machine for nearly five years and have as yet put out no money for repairs. We have nothing but praises for your machines.
(Signed) WM. UNDERWOOD CO.,
Per F. D. Cleveland.

C. S. HARRIS COMPANY, - ROME, N. Y.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

STRICKER'S PASTE

"It Sticks For Keeps"

517-19-21 S. HOWARD ST. BALTIMORE.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

WANTED.

To purchase a modern up-to-date TOMATO-CANNING PLANT, located in Indiana or Illinois, or a complete outfit of MACHINERY FOR PACKING TOMATOES. Address with full particulars and lowest cash price, C. C. B., care of THE TRADE.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,

"Jersey Queen" Filler,

Model "M" Corn Cutter,

Corn Cookers, Silkers,

and all

MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—

The Buyer Must be Satisfied.

handicaps usually attendant upon a new enterprise, the season's run has been quite satisfactory to the company and also to the growers of the corn, who find that they have been making good money. The quality of the product is excellent and it is being rapidly shipped out to go upon the market.

Blair, Neb., Oct. 1.—The canning factory finished its run for this season Wednesday with about 1,900,000 cans. This is a little short of the 2,000,000 mark set at the beginning of the season, and is occasioned by the inability to get enough cans to keep running. The factory was compelled to shut down several days and lost considerable corn by overheating. This is the largest pack ever put up in Blair, and the heaviest output for any one day is claimed to have been 115,000 cans.

Auburn, Neb., Sept. 26.—One million, three hundred and seventy-six thousand, four hundred cans is the result of the Auburn Canning Company's run this season. It took them just six weeks to pack this corn. The company raised about fourteen hundred acres of the corn themselves and the farmers near town raised about eight hundred acres for them. This was all canned except about two hundred acres that has been saved for seed. The largest pack of any one day was on August 31 and September 3, when 77,000 cans were packed each day.

During the six weeks that the factory was in operation employment was given to 250 men, women and children of the city, the payroll amounting to about $1,000 per week. Twenty-four car loads of the canned corn have already been shipped to Kansas and Colorado points to fill contract orders. The company is well pleased with the season's work.

NEW YORK.

Kingston, N. Y., Sept. 29, 1904.—The corn crop was so badly touched by the frost that no more is being put up at the canning factories. Tomatoes are still being canned, and a start has been made on pumpkins.

Oneida, N. Y., Sept. 29.—The canning of corn will close this week at the local factories. The season, while much better than that of last year, has not been a first-class one. The cutting frosts of last Wednesday and Thursday cut short the season and spoiled from 20 to 30 per cent. of the crop. Aside from that the year has not been favorable for a large yield. The canning of pumpkins, squash and beets is now occupying the attentions at the Burt Oley factory. Tomatoes are being put up at the United States Canning Works at Lenox, and at the Community they are packing, in addition, peaches.

Rush, N. Y., Sept. 29, 1904.—One of the busiest places just this season of the year, is the plant of the Genesee Valley Preserving Company. Almost every day presents a scene of the greatest activity. The factory is running on corn at present and a score or more of teams are waiting to unload on days that the stock is taken in.

Waterloo, N. Y.—Geo. C. Torbet has purchased the canning factory property at Interlaken and will operate the same.

Westernville, N. Y., Oct. 3.—Friday was the last day of corn canning for this season at the Olney & Floyd Westernville factory, and Saturday the last day for the Mohawk Valley Canning Co.

Waterville, N. Y., Oct. 3.—The high wind of the past few days has greatly reduced the apple crop, which promised to be the largest in years. Thousands of bushels of winter and fall fruit have been blown off, in many orchards more than half the yield having met this fate. There still remains, however, an abundance of fine fruit, which, on account of the results of the storm, will bring a better price than otherwise.

The canning of corn at the canning factory will be completed with this week, the season having been a very satisfactory one for both the company and growers. The crop had entirely matured before the frosts came to cut the stalk and the quality was very good. This is the first year since the factory has been located here that a corn crop has been secured, the season having heretofore been too short to allow it to mature, and this year, with both peas and corn doing remarkably well, the farmers are much encouraged. In fact the present season has been the best one for the local farmers in many years, every crop having been a most excellent one, and with a good demand the prices in most instances have been large enough to warrant a good profit.

Stittville, N. Y., Oct. 3, 1904.—The Stittville canning factory closed Friday. About three-fourths of a crop of corn was put up, the quality of which is said to be first class.

PENNSYLVANIA.

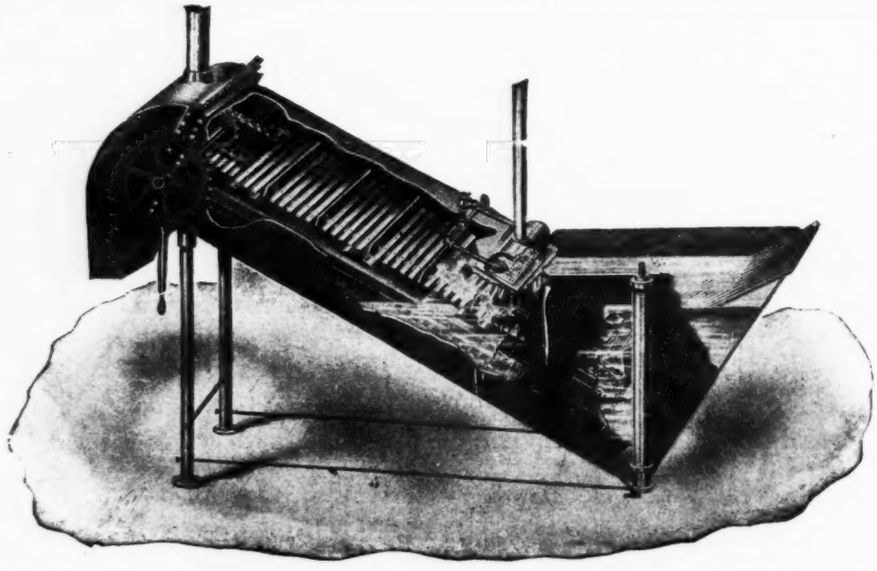
Kingston, Pa.—Half a million cans of tomatoes have been put up this season at the Garrahan canning factory.

MISSISSIPPI.

Biloxi, Miss.—Over 300 Bohemian and Polish oyster shuckers arrived in Biloxi, Miss., last Saturday morning to work during the oyster season in the big canneries of Lepez and Dukate and the Baratana Canning Co.

WASHINGTON.

Bellingham, Wash., Herald says: The Everson fruit cannery now has 10,000 one-gallon cans of apples ready for shipment. This amount will fill one car and will be the first carload of canned goods shipped from the new establishment. A delay is now being experienced, due to the non-arrival of the labels. Manager Mark Ewold, who has had considerable experience in the fruit canning business in the East and in California, says that it has been demonstrated beyond any question of doubt that the fruit canning business can be carried on successfully at Everson. He says the quality of fruit grown in the Nooksack Valley and contiguous territory is equal to any fruit grown in the United States and superior to many localities.



Buy nothing but the latest improved and up-to-date machinery if you would keep abreast of the leading and successful Packers of the country.

The TRIUMPH Continuous Capper,

The TRIUMPH Tray Capper, **The TRIUMPH Platform Conveyor,**

The TRIUMPH Tomato Scalder, **The TRIUMPH Continuous Exhaust Box,**

And all other machinery of the latest and most improved pattern are furnished by

Remington Machine Company,

J. M. COLBERT, Sales Agent **WILMINGTON, DEL.**

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

AT THE THEATRES

Week of October 14, 1904.

FORD'S.
RAYMOND HITCHCOCK,
In the Comic Opera Furor,
THE YANKEE CONSUL.
Matinee, Monday and Saturday.

CHASE'S
THE COWBOY AND THE LADY.
Matinee, Tuesday, Thursday and Saturday.

MARYLAND.
B. F. KEITH'S
High-Class Vaudeville Attractions

BLANEY'S.
TWO LITTLE SAILOR BOYS.

HOLLIDAY STREET.
RACHEL GOLDSTEIN.
Matinee Monday, Wednesday and Saturday.

MONUMENTAL.
MERRY MAIDENS.
Matinee Daily.

NEW AUDITORIUM.
GIRLS WILL BE GIRLS.
Matinee, Monday, Wednesday and Saturday.

DO YOU KNOW YOUR OWN BUSINESS?

What a question! But do you know all about it—everything? If you do, you know what will absolutely prevent fermentation in Tomato Pulp and Tomato Ketchup. Do you use crude chemicals of any kind? If you do, there is still one thing you can learn that will save you money and that is that Preservaline is better—a thousand times better, a thousand times safer and absolutely sure. It is guaranteed. It contains no salicylic acid. It prevents spoiling. It keeps good goods good. Write us a card and ask about it. That will cost you a penny and a minute of time. The information is free. Write now—it's worth while.

THE PERSEVALINE MAFG. CO.,

CHICAGO, 190 Michigan St.

NEW YORK, 41-43 Warren St.,

SAN FRANCISCO, 441-443 Third St.

A Hint to the Canadian Canners.

A peculiar situation is revealed under the above heading, and packers in the United States may wonder how such a thing can be. The thing is possible because of the Canadian Canneries Co., Ltd., which largely controls the output of canned goods.

The opinion is current in Toronto wholesale grocery circles that the announcement of opening prices on 1904 pack canned corn and tomatoes is being unduly delayed. The canned goods situation this year is peculiar in this respect, that corn and tomatoes are being delivered to the wholesale trade without prices having been named.

The grocery trade as a whole recognizes the wisdom of canners withholding quotations until the season's pack can be accurately estimated.

It means much to the wholesale and retail trade to have a price which under ordinary circumstances will be stable throughout the entire season, and it is manifestly an inexcusable mistake to announce prices and discover afterwards that market conditions will only warrant lower quotations. This has actually happened in Canadian canned goods circles though not of late years, when the occurrence caused not a little inconvenience to retailers who stocked up with the article at the beginning of the season at full prices only to find that the said article was obtainable later at a considerably lower figure. The difficulty is more easily overcome when market conditions warrant an advance on opening prices.

The anxiety of the wholesaler is in the main, however, because retailers are calling for new pack corn and tomatoes while the wholesale trade is in the peculiar position of having the goods on hand without being able to name a price.

Blue Grass Canning Company in Hands of Receiver.

On October 5th, the Blue Grass Canning Company, of Owensboro, Ky., went into the hands of a receiver by decree of the court, Mr. L. A. Harris being appointed receiver. This action was taken in order to protetc all inteests, as Mr. Harris informs us the liabilities of the company are $70,000 as against assets to the amount of $75,000. The action was taken in the name of the National Deposit Bank and others.

The Blue Grass Canning Company was quite well known in the industry through its active head, Mr. J. Ed. Gunther. Things have not seemed to go well with it, however, for some years, but just what the cause of the trouble is we cannot say.

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *

Write Today

HOHMANN & MAURER MFG. CO. H&M ROCHESTER, N.Y.

Catalog No. 5.

Accuracy of Your Thermometer Means Uniformity of . . . Your Product. . . . . .

If you have trouble in reading the mercury in your Process Kettle Thermometers, write us.

Hohmann & Maurer Mfg. Co.,
ROCHESTER, N. Y.

NEW YORK: 85 CHAMBERS ST. | LONDON, ENG.: 98 CLARKENWELL RD., E. C. | CHICAGO: 119 LAKE ST.

Virginia Can Company,

MANUFACTURERS OF

Two and Three Pound Cans

FOR

FRUIT AND VEGETABLE PACKERS.

It is of obvious advantage to the Fruit and Vegetable Packers of Virginia, the Carolinas and Tennessee, that they can buy a quick and ready supply of reliable cans near home. This they can do from the Virginia Can Company. Cases, Solder and Canners' Supplies also furnished. Correspondence Invited.

VIRGINIA CAN COMPANY,
Buchanan, Va.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.	Cash.		Regular.	
Standard 2s	$		50	
" 3s			57½	70
" Gallons			1 65	1 90

BAKED BEANS.

Lunch 1s	$		31	42
" 2s			40	70
Tall 2s			40	70
" 3s			55	90

BEANS.

Green String 2s	$		50	75
" " 3s			75	90
" " Gallons			2 40	2 50
White Wax 2s			45	65
" " 3s			80	90
" " Gallons			2 25	2 60
Refugee 2s			80	
" Extras, 2s			1 25	1 60
Green Lima 2s			85	90
" " small 2s			1 10	1 25

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$		57½	
" Extra Fancy Preserved Strawberries			1 20	1 25
No. 1 Ex. Pres. Strawberries, oval cans			80	
" 2 Standard Raspberries			75	
" Ex. Pres. Red Raspberries			1 20	
" Standard Blackberries			90	
" 3 " "				
" 2 Extra Blackberries				
" " Fancy "			1 10	
" Standard Gooseberries			95	
" " Blueberries			65	

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$		95	1 00
" " Pres			1 10	1 15
Blueberries, 2s			67½	70
Strawberries, 2s			57½	60
" Preserved 1s			80	85
" " 2s			1 15	1 30
" Gallons			3 50	4 00
Gooseberries, 2s			90	95
Raspberries, Red 2s			75	80
" " " Preserved			1 20	1 30
" Black 2s			75	80
" " " Preserved			1 20	1 25

CHERRIES.

Red 2s	$		65	70
White 2s			1 00	1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$		67½	70
" Choice			75	80
" Dry Pack			75	90
" Shoe Peg			85	1 00
" Choice Standard County				
" Standard County				
" " Extra County				
" Fancy County				

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$		70	75
" New York or Maine Style			75	80
" Seconds, Soaked			60	65
" Standard			65	70

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$		62½	65
" New York or Maine Style			75	80
" Seconds				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$		60	
" " " Dry Packed			75	
" Ex. Sugar Corn, fine qual., dry pk'd.			85	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$		60	65
" New York or Maine Style Dry Pack			72	85
" Seconds " " "				

CORN AND TOMATOES.

No. 2	$		65	
No. 3				

OKRA.

Standard 2s	$			70
" 3s				90

OKRA AND TOMATOES.

No. 2	$			65
No. 3				85

OYSTERS.

	Cash.		Regular.	
2s, 4 Ounce	$		85	
1s, 5 "			90	92½
1s, 8 "				
2s, 10 "				1 70
1s, Light Weight			50	
2s, Light Weight				
1s, Lunch Tins				
1s, 6 Ounce Selects				
2s, 12 " "				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$		1 15	
" 2 "				
5 oz. No. 1 Standards				87½
10 " "				1 65
5 oz. Standards, tall cans			90	
10 " " "			1 65	
4 oz. No. 1 Cove			82½	
8 " 2 "			1 50	
No. 1 Light Weights			50	
" 2 " "				

PEARS.

Bartlett 2s	$	75		
" 3s		1 00		
Extra Bartlett 2s				
" " 3s				

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$		1 35	1 50
" Seconds, "			1 10	1 15
" Pie Unpeeled			80	85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$		1 40	1 50
3-lb. " Selected " "			1 60	1 70
No. 3 Standard, Yellow			1 35	1 40
" Seconds, Yellow			1 10	1 15
" " White			1 05	1 10
2-lb. " Peaches			1 05	1 10
No. 2 Standard, Yellow			1 10	1 15
" " White			1 10	1 15
Gallons, Pie			2 60	2 75
3-lb. Pie				80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$		1 00	1 10
" Extra Standard, Yellow			1 05	1 20
" Seconds, White				
" " Yellow				
No. 3 Standard, White			1 35	1 40
" " Yellow			1 35	1 50
" " Extra Yellow			1 65	1 75
" Off Standard, Yellow			1 30	1 40
" Seconds, White			1 10	1 15
" " Yellow			1 15	1 25
" In Syrup			1 35	1 40
" Pie, Unpeeled			85	90
No. 6 " "				
Gallons, Pie, Unpeeled			2 50	2 75
" " Peeled				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$		80	
" " Peeled			1 00	
Gallon Pies, Unpeeled			2 65	
" " Peeled				
No. 2 Seconds, White			80	
" " Yellow			80	
No. 3 Seconds, White			1 05	
" " Yellow			1 10	
No. 2 Standards, White			95	
" " Yellow			1 00	
No. 3 Standards, White				
" " Yellow			1 45	
" Ex. Selected, Yellow		1 60	1 75	

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$		70	80
" " " Sifted			85	1 20
" " " 2ds, labeled Standard			55	60
" Soaks			40	45
" Seconds				
" Marrowfat, Full Standard			75	
" " White				
" " Soaks			40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard			75	85
2 " Sifted			1 00	1 20
2 " Extra Sifted			1 10	1 35
2 " Extra Fine Sifted			1 40	1 60
2 " Petit Pois			1 75	2 00
2 " Off Standard			70	75
2 " Off Sifted			85	95
2 " Off Extra Sifted			95	1 15
2 " Off Sifted Petit Pois			1 40	1 75
2 " Seconds			60	70
2 " " Sifted			80	85
2 " " Extra Sifted			90	1 10
2 Marrowfat			75	85
2 " Sifted			85	95
2 " Extra Sifted			1 10	1 50
2 " Seconds			60	75
2 Sweet Extra			90	1 00
2 Sweet Petit Pois				1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	2 10	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	65	.....	67½	.....
" Seconds	62½	.....	65	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	67½	70	.....	.....
" Seconds, Labeled Standards	62½	.....	.....	65
No. 2 Full Standards	.....	.....	50	55
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	67½	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	67½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 95	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	.....	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 25	1 35
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 25	1 30

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	105	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb	.....	.....
" flats, 1-lb	3 40	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Standard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 35	1 40
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	70	1 00
" Gallon	2 00	
SALMON—Columbia River talls, 1-lb	.....	.....
" " flats, 1-lb	.....	.....
" " " ½-lb	.....	.....
" Alaska Red, talls, 1-lb	1 15	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	.....	.....
" " flats, ½-lb	.....	.....
" Alaska Pink, talls, 1-lb	75	80
" Cohoes, talls, 1-lb	.....	.....
" Cohoes, flats, 1-lb	.....	.....
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	70	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	16½	15½
Wire Coil	17½	16½	15½
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$11 00 per thousand.
No. 2 S. H	14 50 "
No. 2 P. H	15 00 "
No. 3 P. H	19 50 "
Gallon P. H	45 00 "
No. 3 Jersey P. H., Standard	20 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

2 S. H	2 L. H.	3 Stand.	Gallons.
$14.00	$14.50	$18.00	$44.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$28 60	29 00	.....	.....
Malacca	28 60	29 00	.....	.....

PIG LEAD.

Omaha	$ 4 40	4 50	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¾ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **SEVENTH & GOUGH STREETS, BALTIMORE, MD.**

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET
BALTIMORE, MD.

"Pack Asparagus and Make Money."

This is the one vegetable that is always in short supply and pays a big profit.

For Sale.—A Farm, specially suited to growing asparagus or other vegetables for canners' uses.

275 acres good land and buildings at the low price of $5,500.

Well located in Southern Maryland, near Potomac River; has 50 acres of land specially adapted to growing asparagus, also tomatoes, beans, corn, etc. For full particulars, write us.

J. L. ROWLAND & CO,,
504 East Fayette street, Baltimore.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

Send for Catalogue.

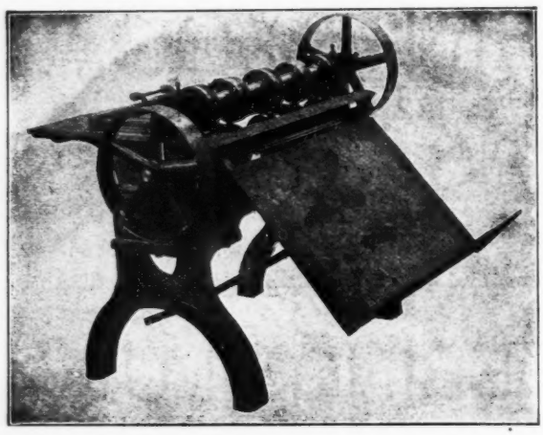
THE CLARK NOVELTY COMPANY,

ROCHESTER, N. Y.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.



Made in Two Styles—Hand or Treadle Feed.

John R. Mitchell,

Canning and Canmaking Machinery,

Foot of Washington St., Baltimore, Md., U. S. A.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

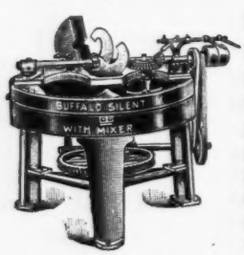
Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Wm. Pomerich, Oshkosh, Wis.
Geo. Schneider, Philadelphia, Pa.
Adams Bros. & Co., Philadelphia, Pa.
Geo. Raemish, Winsor, Wis.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,

BUFFALO, N. Y., U. S. A.

THE

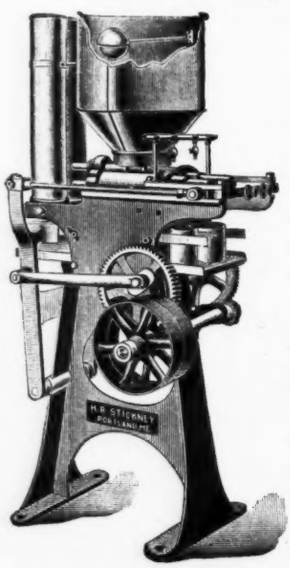
STICKNEY

CONDENSED

MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

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Wanted—A thoroughly competent "Kraut" man. Answer at once, with full information, to "Kraut," care of The Trade.

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Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Wanted—A situation by a first-class catsup maker who also understands preserve making and the processing of tomatoes and fruit. Address R. Alexander, care General Delivery, Cincinnati, O.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

W. L. HINCHMAN, Ph. G.

26 MILTON AVENUE, BALTIMORE, MD.

—EXPERT IN—

Canning and Preserving. *Chemist and Anylist.*

GOODS ANALYZED.
WORKING FORMULAS.
NEW IDEAS ELABORATED.

Formulas and Processes for Jams, Jellies, Preserves; Wet and Dry Mince Meat, Pie Preparations, Soups, Catsups, Flavoring Extracts, Candies, Yeast Powder, Etc., Etc.

PROCESSES IMPROVED.
OUTPUT CHEAPENED.
NEW PLANTS OUTLINED.

PRICES REASONABLE. CORRESPONDENCE SOLICITED.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

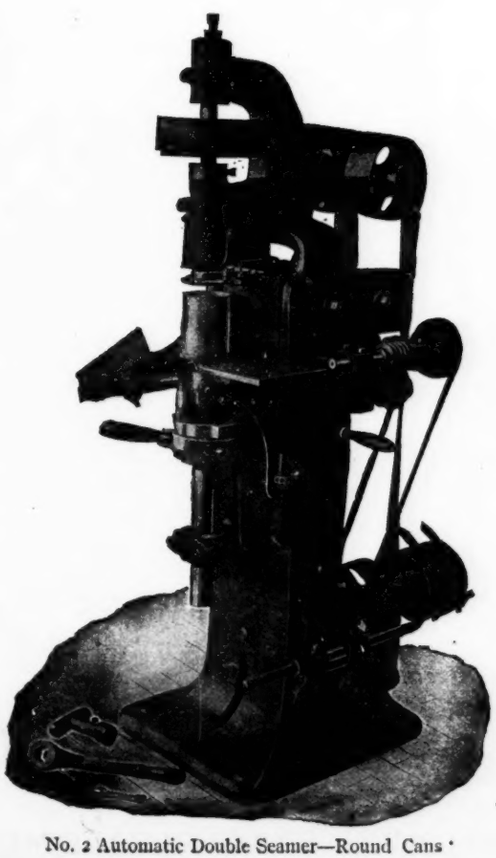
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

—*The*—

Max Ams Machine Company,

372-374 GREENWICH STREET,
NEW YORK,
U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

IF YOU MAKE OR INTEND MAKING YOUR OWN CANS

Here are some Bargains for You:

3 Mitchell Power Slitters.
3 Stevenson Body Formers and Seamers
3 Slaysman Power Crimpers.
3 McDonald Can Headers.
4 Mitchell Floaters.
3 Stevenson Rotary Testers.
1 Kemp 50-bbl. Gas Machine.

DIES AND PRESSES TO CORRESPOND.

Will make both Prices and Terms to Suit.

CONSUMERS' CAN CO.

1015-1031 FAWN STREET, BALTIMORE, MD.

BALTIMORE SOLDER WORKS.

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1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, —Tin Plate.—

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

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The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

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Unusual facilities for placing entire packs of goods throughout the west. Correspondence solicited.

TIN STRIPS AND CIRCLES

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125-127 EAST FALLS AVENUE,

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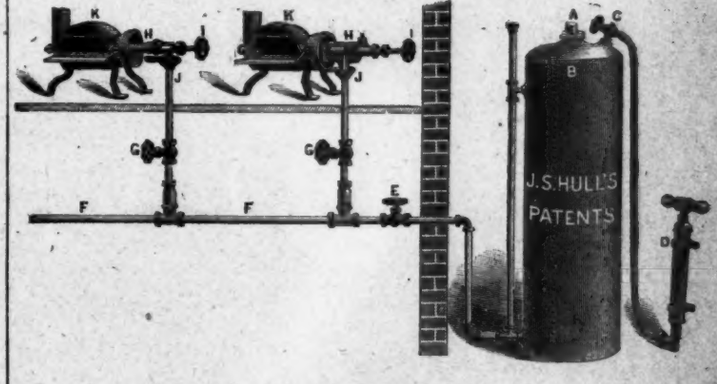

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PATENT GASOLINE BURNERS,

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Repairs Promptly Attended to.

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